



**IREON New Member Profile: Matthew Rappaport, Vice
Managing Partner of Falcon Rappaport & Berkman LLP**

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Matthew Rappaport

Name: Matthew Rappaport

Title: Vice Managing Partner

Company: Falcon Rappaport & Berkman LLP

Address: 265 Sunrise Highway, Suite 50, Rockville Centre, NY 11570

What year did you join IREON: 2024

Birthplace: NYU Hospital

Education: J.D., LL.M.

First job: Stocking freezer shelves at Stop & Shop

First job in real estate or allied field: Associate at L'Abbate, Balkan, Colavita & Contini LLP

What do you do now and what are you planning for the future? Hanging on for dear life and building the plane as we fly it; planning to be the best law firm we can be.

One fun fact about you is: I have an encyclopedic knowledge of golden-era hip-hop music

Two words to describe your work environment: Buckle up

Three things on your bucket list: (1) Land a speaking role in a David Mamet film; (2) become proficient enough in Mandarin Chinese to hold a conversation; (3) live long enough to see the Mets, Jets, Knicks, or Islanders win a championship (will require as-yet-undiscovered technology).

Favorite streaming series: "The Wire"

Favorite movie: "Heist"

Favorite book: "Mastery" – Robert Greene

Favorite vacation destination: Italy

If you could invite one person to dinner (living or dead, but NOT related to you) who would it be and where would you go? Charlie Munger, may he rest in peace. We'd go to his business partner's favorite spot – Smith & Wollensky on Third Ave.

Rules to live by in business: Don't take on a client or an employee you can't fire; it takes a lifetime to

build a reputation and a moment to ruin it; no client is worth your license; hard work beats talent when talent doesn't work hard; "new level, new devil" (that one is from my executive coach); when a client asks you the time, don't tell her how to build a clock

What is your DREAM job? (NOT your current job) General Manager of the New York Islanders

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